



Revision number: 12

Purchasing Agent: FRANK VOLK

Item: TOYOTA VEHICLES, YEAR 2006

Vendor: 92341A TONY DIVINO TOYOTA
777 W. RIVERDALE RD
RIVERDALE, UT 84405-3714

Internet Homepage: www.tonydivino.com

Telephone: 801-394-5701

Fax number: 801-627-1238

Contact: BOB SPAULDING

Email address: bspaulding@tonydivino.com

Brand/trade name: TOYOTA

Price: SEE ATTACHED

Terms: NET

Effective dates: 9/1/03 through 8/31/06(w/no more renewal options)2006

Days required for delivery: 90 TO 120 DAYS (Depending upon availability)

Price guarantee period: Model Year 2005

Minimum order: 1

Min shipment without charges:

Other conditions: This Contract is potentially renewable until 8/31/2006.

Revision #12: REVISION TO SHOW 2006 MODEL YEAR PRICING

Bid No. EN4902

This contract covers only those items listed in the price schedule. It is the responsibility of the agency to ensure that other items purchased are invoiced separately. State agencies will place orders directly with the vendor (creating a PG in Finet) and make payments for the same on a PV referencing the original PG. Agencies will return to the vendor any invoice which reflects incorrect pricing.



NOTICE: Purchase of vehicles listed on this contract require prior authorization and approval (see "Ordering Procedure" below). The purchase of any vehicle model, series and factory installed options are subject to review for appropriateness. Vehicles listed on this contract are NOT to be assumed pre- approved for agency or political subdivision use.

PRICING: Prices listed below are for the BASE VEHICLE ONLY unless otherwise specified. Prices for factory installed options and applicable option credits are covered by this contract and are available at VQ1 pricing (see "Ordering Procedures" for assistance with optional equipment).

The Base Triple Net Price (TNP) is calculated as follows: Manufacturer-to-Dealer Invoice Price on the base equipped vehicle (no options unless specified otherwise) LESS holdback LESS VQ1 LESS advertising LESS retail amenity delete.

The Contract Base Price is the contract price you pay for the base equipped vehicle. The Contract Base Price is calculated as follows: VQ1 Price PLUS destination charge PLUS dealer profit LESS Government Price Concession.

All user selected factory installed options and applicable option credits must be added/deducted to/from the Contract Base Price to arrive at the Final Vehicle Purchase Price. All user selected factory installed options and applicable option credits are to be taken at VQ1.

All prices are firm for the model year unless otherwise specified (through August 31, 2004) or until the factory production cutoff date is reached (this date is generally announced by the manufacturer in late winter or early spring). Firm pricing also applies to factory installed options. Any price decreases in the base vehicle, factory installed options or additional rebates/incentives offered during the model year are to be made available to the ordering entity.

ORDERING PROCEDURES:

For STATE AGENCIES: This contract is an AR contract (authorization required). State agencies MUST coordinate purchases through the following individuals: Sam Lee (619-7237).

For POLITICAL SUBDIVISIONS: Political Subdivisions should work directly with their respective fleet/motor pool managers or designates when ordering a vehicle.

Users of PC Carbook can pre-configure vehicles complete with pricing to facilitate ordering. Entities who do not subscribe to the PC Carbook service may contact Sam Lee (619-7237) or Frank Volk (538-3707) for assistance and guidance in determining vehicle pricing.

OPTIONAL EQUIPMENT:

For STATE AGENCIES: The above mentioned motor pool managers will assist in configuring a vehicle to meet your requirements using PC Carbook. They will generate reports listing all standard and optional equipment at the Triple Net price. They will also perform a comparative analysis of other similar makes and models on contract to determine the best value given your agency requirements for intended use.

For POLITICAL SUBDIVISIONS: Contact your respective motor pool manager for assistance. A number of political subdivision fleet/motor pool managers are now using PC Carbook. If you do not have a fleet/motor pool manager or you do not have access to PC Carbook, you may call either Sam Lee (619-7237) or Frank Volk (538-3707) for assistance in selecting optional equipment and generating comparative vehicle reports.

PC CARBOOK: PC Carbook is NOT required in order to use this vehicle contract. However, for those entities responsible for purchasing or configuring several vehicles each year, the information available through PC Carbook may save you many man-hours. PC Carbook is an excellent tool for calculating the Contract of factory installed optional equipment. PC Carbook is a subscription software service for new, used and leased vehicles. It is available at a group rate of \$785/year through statewide price agreement PA-891.

SPECIFIC FEATURES OF THIS CONTRACT



I. The CONTRACT BASE PRICE includes:

1. All standard equipment
2. All deductions for holdback, advertising and financing.
3. All deductions for government price concessions/bid assistance, rebates and incentives.
4. Destination Charges from manufacturer to dealership
5. Dealer profit
6. All dealer preparation and pre-servicing costs. (No price deduction may be taken by those entities wishing to perform their own pre-servicing work):

- a. All adjustments required to meet Utah safety inspection requirements and emission control certifications.
- b. Tuning of engine for high altitude (4500 ft.)
- c. Adjustments of all accessories to optimal working condition.
- d. Inspection of electrical, braking and suspension systems.
- e. Charging of battery.
- f. Alignment of front end.
- g. Inflation of tires to optimal pressure.
- h. Computer spin balancing of all wheels including spare.
- i. Lubrication of engine and chassis. Filling of all lubrication reservoirs (crankcase, power steering, transmission, differential, power brakes) with appropriate lubricants for current operating temperatures.
- j. Servicing of cooling system with permanent type antifreeze and summer coolant for -20 deg. F. windshield washer fluid reservoirs to be full and of a type suitable to -20 deg. F.
- k. Interior and exterior to be clean and fully detailed.
- l. Correction of all factory defects prior to delivery.

7. Documentation:

- a. Operators (owners) manual.
- b. Manufacturer's warranty information.
- c. Original odometer statement (if entity is registering their own vehicle).
- d. Manufacturer's statement of origin (MSO) (if entity is registering their own vehicle).
- e. Application for title properly completed and signed (if entity is registering their own vehicle).
- f. Dealer's triple net invoice.
- g. Manufacturer's specifications attached to vehicle.
- h. Signed pre-delivery checklist certifying completion of the above listed items.

8. Registration:

- a. Registering and affixing the state authorized "EX" type centennial plates prior to delivery.

9. Full tank of gas.

10. Three (3) sets of pre-tested keys marked with the VIN number and license plate number.

11. Delivery costs up to a 90 mile radius of dealership. (At .85/mile charge one way shall apply beyond the 90 mile radius).

CALCULATING THE FINAL PURCHASE PRICE OF A VEHICLE IS EASY:



Contract Base Price
PLUS
Factory Installed Options (at triple net)
PLUS
Delivery Charge beyond 90 mile radius (if applicable)
EQUALS
Final Purchase Price

II. The Dealership Also Agrees to the Following:

1. To provide shop/service and parts manuals at an additional cost of \$150.00 to \$300.00/each depending upon models.
2. To charge a 12% APR finance charge to all late invoices. Terms of the contract are NET 14 BUSINESS DAYS from date of approved invoice.
3. To install owner supplied self-adhesive decals at the following rate: \$45.00 per decal.
4. The contract may be canceled if, but not limited to, the following conditions should they arise: 1) the dealer sells fleet vehicles to the retail market, 2) the dealer/mfg. substitutes product or equipment without entity authorization, 3) the dealer/mfg. excessively delays delivery, 4) the dealer/mfg. provides poor workmanship, 5) the dealer fails to perform as outlined in the bid specifications, 6) the dealer fails to provide adequate customer service/support, and 7) pricing irregularities contrary to the contract are not supported by written documentation from the manufacturer.
5. To make every effort to notify the ordering entity within 14 day of order placement of the factory's acceptance of order, the scheduled build date and anticipated delivery date; and to deliver within the quoted lead time. Dealer agrees that the ordering entity may cancel the order if the 14 day period for factory acceptance/confirmation/build date schedule is not conveyed to the ordering entity or if delivery appears to be 30 days longer than the original quoted delivery date.
6. Prior to delivery of any vehicle, the dealer will notify and make arrangements with the ordering entity for the purposes of conducting a physical inventory of the vehicle(s).
7. Dealer Profit to be added to the total triple net invoice price is \$159.00.
(Includes registration costs, initial tank of gas, preparation & pre-servicing costs, profit, delivery cost to owner within 90 mile radius, and three sets of keys).
8. Ordering entities wishing to register their own vehicles may deduct from the total purchase price (\$20.00).
9. Ordering entities wishing to perform their own vehicle preparation and pre-servicing work in lieu of the dealer may deduct \$40.00 per vehicle. ALL PRIUS MUST BE PRE-SERVICED BY TOYOTA DEALER.



1. Agency determines need for vehicle and required features.
2. Agency contacts the appropriate fleet manager (State Motor Pool/Div. of Fleet Operations, Public Safety, Natural Resources or Transportation).
3. The fleet manager, after consulting with agency personnel: 1) determines the appropriateness of the request, 2) determines the appropriate standard and optional equipment requirements, and 3) configures a vehicle specification sheet by make, model and style based upon the standard optional equipment requested.
4. The fleet manager performs the following: 1) determines the final purchase price of the vehicle, 2) makes a comparative price analysis of various competing makes and models, 3) provides requesting agency with the comparative analysis worksheets for review, and 4) makes a recommendation to the agency as to which vehicle meets requirements at the lowest final purchase price.
5. Agency reviews the comparative analysis and recommendation. If in agreement, agency instructs fleet manager (in writing) to proceed with purchase. If in disagreement, agency recommends the alternative to the fleet manager and submits written justification to support the alternative choice.
6. If the fleet manager agrees, the fleet manager generates an order worksheet listing the vehicle and all selected options, discounts, incentives, etc. and calculates the final purchase price.
7. The fleet manager contacts the Division of Fleet Operations. The Division of Fleet Operations will issue an authorization control number.
8. The fleet manager then places order with the appropriate dealer via fax, mail, phone, etc.
9. Dealer enters the order and submits written documentation via mail or fax confirming order placement and factory acceptance. A build number and scheduled build date should be provided to the fleet manager within 14 business days of order placement.
10. Dealer provides frequent status reports on all orders placed with the ordering entity's fleet manager.
11. The ordering entity's fleet manager provides frequent status reports on all orders placed to the requesting agency.
12. Upon receipt and acceptance of vehicle, the fleet manager sends a copy of the invoice along with the authorization control number to the Division of Fleet Operations.

SUGGESTED ORDERING PROCEDURES For Political Subdivisions

Each entity should: 1) work directly with their own fleet manager or motor pool personnel who will follow the same or similar procedures as those listed above, or 2) if the ordering entity lacks the resources and desires to utilize the services of the State Motor Pool/Division of Fleet Operations' Fleet Manager, they may do so. In such a case, the State Motor Pool/Division of Fleet Operations' Fleet Manager will follow the same or similar procedures as those listed above EXCEPT the ordering entity will be responsible for: 1) determining the appropriateness of their own vehicle requirements, 2) justifying their own alternative decisions, 3) placing their own vehicle order, and 4) obtaining their own order status reports and disseminating such information to their user entities 5) inspecting their own vehicles, and 6) approving and paying their own invoices.



State of Utah Toyota 2006 Fleet Pricing			
Model	Model Number	Description	Base Contract Price
Prius		2006 PRIUS IS NOT AVAILABLE FOR 2006 MY AT	
	1224	5dr Liftback CVT-E	\$ -
			\$ -
Corolla			
	1801	4dr Sdn CE 5Spd Manual (N/A 2005 MY)	\$ 12,533
	1802	4dr Sdn CE 4 Spd Auto (N/A 2005 MY)	\$ 13,241
	1811	4dr Sdn S 5 Spd Manual	\$ 13,158
	1812	4dr Sdn S 4 Spd Auto	\$ 13,849
	1815	4dr Sdn XRS 6 Speed Manual	\$ 15,519
	1821	4dr Sdn LE 5 Spd Manual	\$ 13,300
	1822	4dr Sdn LE 4 Spd Auto	\$ 13,982
Matrix			
	1901	4dr Wgn Std 5 Spd Manual	\$ 13,711
	1902	4dr Wgn Std 4 Spd Auto	\$ 14,419
	1904	4dr Wgn Std 4 Spd Auto 4WD	\$ 15,955
	1911	4dr Wgn XR 5 Spd Manual	\$ 14,689
	1912	4dr Wgn XR 4 Spd Auto	\$ 15,407
	1914	4dr Wgn XR 4 Spd Auto 4WD	\$ 16,761
	1921	4dr Wgn XRS 6-Spd Manual	\$ 16,861
Camry			
	2513	4dr Sdn STD 5 Spd Manual	\$ 15,978
	2514	4dr Sdn STD 5 Spd Auto	\$ 16,705
	2531	4dr Sdn LE 5 Spd Manual	\$ 16,551
	2532	4dr Sdn LE 5 Spd Auto	\$ 17,261
	2540	4dr Sdn XLE 5 Spd Auto	\$ 19,216
	2545	4dr Sdn SE 5 Spd Manual	\$ 17,159
	2546	4dr Sdn SE 5 Spd Auto	\$ 17,863
	2550	4dr Sdn SE V6 5 Spd Auto	\$ 20,260
	2552	4dr Sdn LE V6 5 Spd Auto	\$ 19,203
	2554	4dr Sdn XLE V6 5 Spd Auto	\$ 21,773
Camry Solara			
	2739	2dr Cpe SE 5 Spd Manual	\$ 17,105
	2736	2dr Cpe SE 4 Spd Auto	\$ 17,820
	2740	2dr Cpe SLE 4 Spd Auto	\$ 20,438
	2749	2dr Cpe SE SPT 5 Spd Manual	\$ 18,391
	2746	2dr Cpe SE SPT 4Spd Auto	\$ 19,105
	2738	2dr Cpe SE SPT V6 5 Spd Auto	\$ 19,110
	2742	2dr Cpe SLE V6 5 Spd Auto	\$ 23,018
	2748	2dr Cpe SE V6 5 Spd Auto	\$ 20,395
Avalon			
	3534	4dr Sdn XL w/Bucket Seats 5 Spd auto	\$ 23,263
	3538	4dr Sdn Touring w/Bucket Seats 5 Spd Auto	\$ 24,740
	3544	4dr Sdn XLS w/Bucket Seats 5 Spd Auto	\$ 26,643



	3554	4dr Sdn LTD w/Bucket Seats 5 Spd Auto	\$ 28,944
Sienna			
	5326	5dr CE 5 Spd Auto FWD	\$ 20,582
	5328	5dr CE 5 Spd Auto FWD	\$ 20,712
	5336	5dr LE5 Spd Auto FWD	\$ 21,876
	5338	5dr LE 5 Spd Auto FWD	\$ 22,006
	5346	5dr XLE 5 Spd Auto FWD	\$ 25,275
	5356	5dr LTD 5 Spd Auto FWD	\$ 30,763
	5366	5dr LE 5 Spd Auto AWD	\$ 24,983
	5376	5dr XLE 5 Spd Auto AWD	\$ 27,999
	5386	5dr LTD 5 Spd Auto AWD	\$ 32,634
Model	Model Number	Description	Base Contract Price
Rav4		2006 PRICING TO BE ANNOUNCED BY 11/10/2005	
	4418	4dr 4 Spd Auto FWD	\$ 764
	4419	4dr 5 Spd manual FWD	\$ 764
	4428	4dr 4 Spd Auto All Wheel Drive	\$ 764
	4429	4dr 5 Spd Manual All Wheel Drive	\$ 764
Highlander			
	6910	4dr Spd Auto FWD	\$ 20,415
	6912	4dr w/3rd seat 4 spd Auto FWD	\$ 21,138
	6916	4dr V6 5spd Auto FWD	\$ 21,317
	6918	4dr V6 5 Spd Auto FWD W/3rd seat	\$ 22,038
	6932	4dr V6 Ltd 5spd Auto FWD w 3rd seat	\$ 25,456
	6920	4dr 4 Spd Auto AWD	\$ 21,605
	6928	4dr V6 5 Spd Auto AWD w/3rd Seat	\$ 23,228
	6938	4dr V6 Ltd 5 Spd Auto AWD w/3rd seat	\$ 26,646
Land Cruiser			
	6156	4dr 4 Spd Auto AWD	\$ 47,620
4Runner			
	8672	4dr SR5 V8 5 Spd Auto	\$ 24,756
	8676	4dr SR5 Sport V8 5 Spd Auto	\$ 26,120
	8678	4dr Limited V8 5 Spd Auto	\$ 30,266
	8642	4dr SR5 V6 4 Spd Auto	\$ 24,337
	8646	4dr SR5 Sport V6 4 Spd Auto	\$ 26,210
	8648	4dr Limited V6 4 Spd Auto	\$ 30,066
	8682	4dr SR5 V8 5 Spd Auto 4WD	\$ 26,696
	8686	4dr SR5 Sport V8 5 Spd Auto 4WD	\$ 28,060
	8688	4dr Limited V8 5 Spd Auto 4WD	\$ 32,207
	8664	4dr SR5 V6 4 Spd Auto 4WD	\$ 26,277
	8666	4dr SR5 Sport V6 4 Spd Auto 4WD	\$ 28,150
	8668	4dr Limited V6 4 Spd Auto 4WD	\$ 32,097
Tacoma			
	7103	Reg Cab 5 Spd Manual	\$ 12,485



	7104	Reg Cab 4 Spd Auto	\$ 13,283
	7113	XtraCab 5 Spd Manual	\$ 15,375
	7114	XtraCab 4 Spd Auto	\$ 16,164
	7153	Xtra Cab V6 SR5 6 Spd Manual	\$ 20,925
	7131	PreRunner 5 Spd Manual	\$ 13,257
	7161	XtraCab PreRunner 5 Spd Manual	\$ 16,042
	7163	XtraCab PreRunner V6 6 Spd Manual	\$ 17,318
	7164	Xtra Cab PreRunner V6 5 Spd Auto	\$ 18,090
	7188	DoubleCab PreRunner V6 5 Spd Auto	\$ 19,359
	7190	Double Cab PreRunnerV6 5 Spd Auto Long Bed	\$ 19,793
	7503	Reg Cab 5 Spd Manual 4WD	\$ 15,983
	7513	XtraCab 5 Spd Manual 4WD	\$ 18,741
	7553	XtraCab V6 6 Spd Manual 4WD	\$ 20,104
	7554	XtraCab V6 5 Spd Auto 4WD	\$ 20,877
	7593	Double Cab V6 6 Spd Manual 4WD	\$ 21,261
	7594	Double Cab V6 5 Spd Auto 4WD	\$ 22,023
	7596	Double Cab V6 5 Spd Auto 4WD Long Bed	\$ 22,456
Model	Model Number	Description	Base Contract Price
Tundra			
	7711	4x2 Reg cab V6 6 Spd Manual	\$ 14,739
	7710	4x2 Reg cab V6 5 Spd Auto	\$ 15,466
	7720	4x2 Reg cab work truck V8 5 Spd Auto	\$ 14,879
	7721	4x2 Access Cab SR5 V6 6 Spd Manual	\$ 20,335
	7722	4x2 Access Cab SR5 V6 5 Spd Auto	\$ 21,009
	7726	4x2 Step side Access Cab SR5 V8 5 Spd Auto	\$ 20,471
	7728	4x2 Access Cab SR5 V8 5 Spd Auto	\$ 19,821
	7736	4x2 Step side Access cab LTD V8 5 Spd Auto	\$ 22,988
	7738	4x2 Access Cab LTD V8 5 Spd Auto	\$ 22,341
	7744	4x2 Double Cab SR5 V8 5 Spd Auto	\$ 21,789
	7748	4x2 Double Cab LTD V8 5 Spd Auto	\$ 24,925
	7820	4x4 Reg cab work truck V8 5 Spd Auto	\$ 17,760
	7826	4x4 Step side Access Cab SR5 V8 5 Spd Auto	\$ 23,352
	7828	4x4 Access Cab SR5 V8 5 Spd Auto	\$ 22,702
	7836	4x4 Step side Access Cab LTD V8 5 Spd Auto	\$ 25,877
	7838	4x4 Access Cab LTD V8 5 Spd Auto	\$ 25,230
	7844	4x4 Double Cab SR5 V8 5 Spd Auto	\$ 24,672
	7848	4X4 Double Cab LTD V8 5 Spd Auto	\$ 27,807
Sequoia			
	7910	4dr SR5 5 Spd Auto	\$ 27,761
	7914	4dr Limited 5 Spd Auto	\$ 35,442
	7920	4dr SR5 5 Spd Auto 4WD	\$ 30,723
	7924	4dr Limited 5 Spd Auto 4WD	\$ 38,151



FINET COMMODITY CODE(S):

97514000000 - AUTOMOBILES AND OTHER PASSENGER VEHICLES (INCLUDING EMERGENCY TYPE)
RENTAL OR LEASE

07006000000 - AUTOMOBILES AND STATION WAGONS